



## Ryan Meulemans

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.com

Signal Mountain, TN,  
37377

## SUMMARY

Talented sales professional offering 22 years' of sales experience, with 18 years in the promotional product industry working in multiple sales roles. Expert sales leader, relationship builder and problem solver focused on delivering exceptional service and support to customers.

## SKILLS

- By nature, a highly motivated self-driven individual.
- Proficiency in establishing business partnerships and sales growth.
- Strategic planning.
- Contract negotiation experience.
- Relationship selling.
- Sales development.
- Superb time management.
- Recruiting and Hiring.

## EXPERIENCE

### National Sales Manager

Mason, OH

Imagen Brands/ Jan 2017 to Current

- Managing an outside sales sales team which consists of Regional and National account managers.
- Traveled extensively with my team, participating in in office sales meetings and National and Regional customer events.
- Worked with my team and our customers to further business partnerships, identify opportunities for growth as well as coaching and assisting my teams growth.
- Addressed customer complaints quickly to drive satisfaction and adjusted strategies to reduce issues.
- Responsible for recruiting and hiring members of the sales team.

### Outside National Account Manger

Hixson, TN

Gold Bond Inc/ Jan 2008 to Jan 2016

- Manage a group of key accounts in the advertising specialty industry.
- Responsible for growing the sales of my customers.
- Work to build and grow partnerships with existing customers and identify potential new customers.
- Travel and make in office sales calls consisting of presenting the product line and services while working with customers on their individual sales project needs.
- Work with my customers daily on product ideas, pricing and other needs.
- Work with the corporate offices to establish pricing and benefits of a working partnership to drive business to Gold Bond.
- Work regional and national trade shows displaying our line of products for our customers.

### Inside Sales Manager

Hixson, TN

Gold Bond Inc/ Jan 2004 to Jan 2008

- Managed a sales department of eight to ten people who were responsible for a territory of customers covering the United States.

- Hired into this position to start this department from the ground up.
- Responsible for hiring, setting job requirements, making sales territories, and then manage the employees and work with them to increase sales.
- Developed department guidelines and goals.

### **Production Manager**

Hixson, TN

Gold Bond Inc/ Jan 2002 to Jan 2004

- Managed multiple production departments and employees.
- Responsible for managing the daily workflow and orders to achieve efficient production.
- Responsible for meeting production deadlines.
- Responsible for staffing the department and managing hours based on work volume.

### **Owner/Operator**

Signal Mountain, TN

Expedition Angling/ Jan 1997 to Dec 2002

- Started a travel company specializing in fly fishing vacations to worldwide destinations.
- Formed partnerships with lodges and guides that I represented and marketed to my client base.
- Booked trips and travel arrangements for clients.
- Hosted groups of clients at domestic and international destinations.
- Handled all financial transactions between client and lodge/guides.
- Helped clients find the right destination for their trip expectations.

## **EDUCATION AND TRAINING**

### **High School Diploma**

Berean Academy May 1996

Chattanooga, TN

## **ACTIVITIES AND HONORS**

My personal interests include trail running, camping, wine and wine travel, and love for the outdoors.